

Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

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COMM/BIC/OED/SIPS/SSLEON
COMM/BIC/OED/OBOD/RECOHEN
STATE/NEA/INS/JPGRAHAM
NEA/RA:DMORRISON (INFO)

-----241754Z 024525 /41

P 241505Z MAY 77
FM SECSTATE WASHDC
TO AMEMBASSY NEW DELHI PRIORITY
INFO AMCONSUL BOMBAY PRIORITY

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E.O. 11652, NA

TAGS: BEXP, IN

SUBJECT: PRODUCT OPPORTUNITY - GAS TURBINES
J
REF: A. STATE 109237, 111753; B. NEW DELHI 7119;
C. BOMBAY 154; D. STATE 34386

1. ALTHOUGH UNMENTIONED IN REFS A AND B, TURBO POWER
AND MARINE DIVISION OF UNITED TECHNOLOGIES (U.T.) REMAINS
INTERESTED IN KARNATAKA AND MAHARASHTA AFTER BEING ALERTED
BY SIPS REFS C AND D. ON MAY 20, UT FORWARDED ITS OFFER
FOR THE COLLABORATION AGREEMENT TO MR. KANARPATHY OF
BHEL.

2. UT HAS ASKED IS REPRESENTATIVE IN NEW DELHI TO
CALL ROGER SEVERANCE TO EXPLAIN UT'S INTEREST. CURRENTLY
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UT UNDERSTANDS BBC, WESTINGHOUSE AND KWU ARE SHORT LISTED
FOR MAHARASHTA ONLY AND ASSAM AND KARNATAKA BIDDERS WILL
BE DECIDED NEXT WEEK. MOREOVER, ASSAM WILL PROBABLY GO
TO WESTINGHOUSE CANADA. EMBASSY MAY BE ABLE TO VERIFY,

3. FYI: UT OFFERED ITS AERODERIVATIVE DESIGN GAS TUR-
BINES WHICH EXPERIENCE SOME DIFFICULTY IN GETTING ACCEPTED

EVERYWHERE ALTHOUGH UT HAS SOLD 1,100 UNITS IN EIGHTEEN COUNTRIES. ORIGINAL UT BID FOR KARNATAKA WAS 22 MILLION

DOLLARS WITH 19 MILLION DOLLARS U.S. CONTENT AND FOR MAHARASHTA 52 MILLION DOLLARS OF WHICH 44.5 MILLION DOLLARS IS U.S. CONTENT I.E. TOTAL BID 74 MILLION DOLLARS OF WHICH 63.5 MILLION DOLLARS IS U.S. CONTENT.

4. SIPS WOULD APPRECIATE POST ASSISTING UT AS WELL AS WESTINGHOUSE AND CONFIRM THAT COLLABORATION AGREEMENT

IS RECEIVED BY BHEL. ALSO RECOMMEND ANY ACTION YOU THINK WE SHOULD TAKE AT THIS END. VANCE

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Message Attributes

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Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
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Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 24-May-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE119272
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Document Unique ID: 00
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Executive Order: N/A
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Film Number: D770185-0145
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From: STATE
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ISecure: 1
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Litigation Codes:
Litigation History:
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